

BOLLING HALL TO BE MODERNIZED

Wealthy Pennsylvanians
Come to Virginia to In-
vest Surplus Money.

FIND GOOD THING AND HIT IT QUICK

Old Virginia Ancestral Estate to
Be Made Into a Twentieth
Century Industrial Farm.
Cows and Hogs to Grow
in Great Pro-
fusion.

The sale of the old Bolling Hall property up James River in Goochland county, thirty-five miles from Richmond, to a syndicate of rich Pennsylvanians means more in an industrial and development way and more to Richmond and the surrounding country than appeared on the surface in the brief reports of that sale that have appeared in the Times-Dispatch and other papers.

The sale of this property, which takes in nearly 2,000 acres of good land in Goochland county, just up the river from Richmond, is a good thing. The big sale, which was pulled off by W. E. Harris, the owner and a real estate agent of this city, was referred to in the Industrial Section two weeks ago. H. F. Tidwell, a member of the firm of W. E. Harris & Co., did the stunt. Tidwell had been long in correspondence with the Pennsylvania capitalists, and on more than one occasion he quoted the Industrial Section of the Times-Dispatch as authority on all things good in old Virginia. The Pennsylvanians believed in the Times-Dispatch, and they invested their money accordingly.

Ancestral Estate.
But this is a mere detail that the reader is not very much interested in. The simple fact is that "Bolling Hall," one of the biggest plantations on the upper James, has been sold to people who propose to develop it and make it a good thing for the country. They are not going to do all this just for fun. The buyers expect to make money out of it, and they will do just that thing.

A stock company has been formed, known as the United Farms Corporation, and it has been capitalized at something like \$200,000. W. W. Jackson is the president of the company. M. G. McHenry, a member of Congress from Pennsylvania, and a capitalist in the vice-president, and John H. Reading is the secretary and treasurer. All of these men, as well as most of the stockholders in this company are rich Pennsylvanians, men who have become rich by their efforts in developing coal lands, and some other kinds of land in Pennsylvania. They know a good thing in good land when they see it, and they think they have seen some pretty good things down here in old Virginia. That is why they came here and invested.

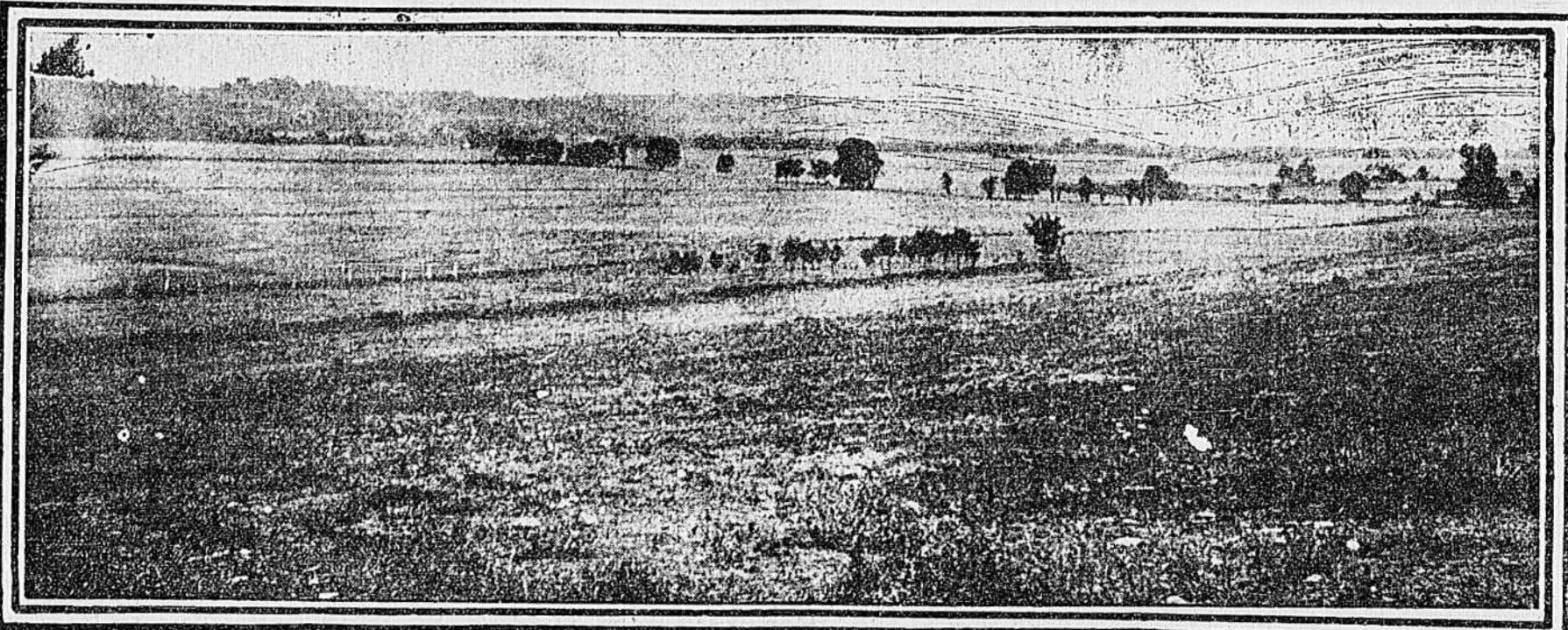
From Away Back.
The history of the old Bolling Hall has been written and rewritten time and again, and it is not necessary to repeat it in this connection. Suffice it to say that the Bolling family owned the property from the royal grant away back yonder in 1703 up to about thirty-five years ago, when Captain Alfred Pleasanton bought it. Captain Pleasanton was not a good farmer, and the place did not prove profitable to him. In the early days of 1895 he sold out to W. E. Harris. I hear that Mr. Harris paid about \$60,000 for the grounds and the houses thereon. Of course he bought on speculation, for Mr. Harris had no idea of becoming a James River farmer. And now Mr. Harris has sold the property to this Pennsylvania contingent. I hear that Mr. Harris did not make a very big profit on the deal, but enough, perhaps, to make him happy, but not as big as might have turned out. However, Mr. Harris had an idea that it would be well to get Pennsylvanians interested in our Virginia development. The Pennsylvanians paid right down in cash \$25,000 for the property.

Big Development.
Just what the people bought and just what they paid for it is a matter of very little interest to the average reader of the Times-Dispatch. What do they propose to do with it, now that they have it? That is the question. The buyers of this property have formed the United Farms Corporation, a stock company, to develop it, and will not only pay the stockholders, but will help all of the neighbors to do better. I hear that Mr. Jackson has announced that he is going to make Bolling Hall a great dairy farm; that already he has bought 500 dairy cows and made all of the arrangements required for their keep. He also intends to make a part of the place a hog development farm. For that purpose, he has already bought 200 brood sows. To show that the owners of this big James River farm have faith in their good investment, they have employed an expert in the matter of hog raising and hog growing and an expert in the matter of cattle raising.

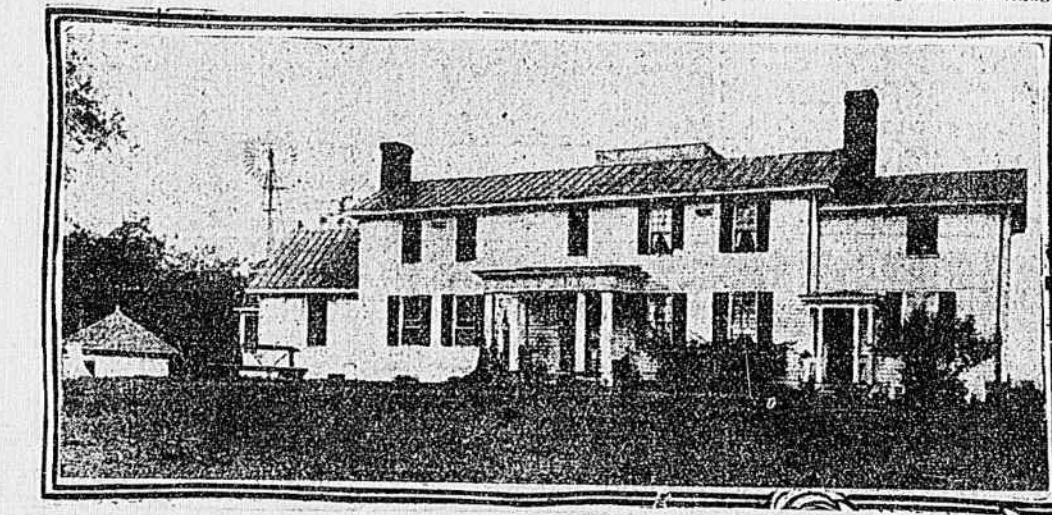
About some of these things and about some of the plans that this company has on foot I expect to write more largely in my column, for next Sunday's paper, perhaps.

Seaboard Improvements.
Savannah, Ga., April 20.—Engineers for the Seaboard Air Line are making final surveys and finishing plans for the terminal improvements proposed on Hutchinson Island, and which will cost about \$200,000. It is expected that construction will begin in about two weeks. One of the improvements is to be the erection of steel sheds over the cotton platforms.

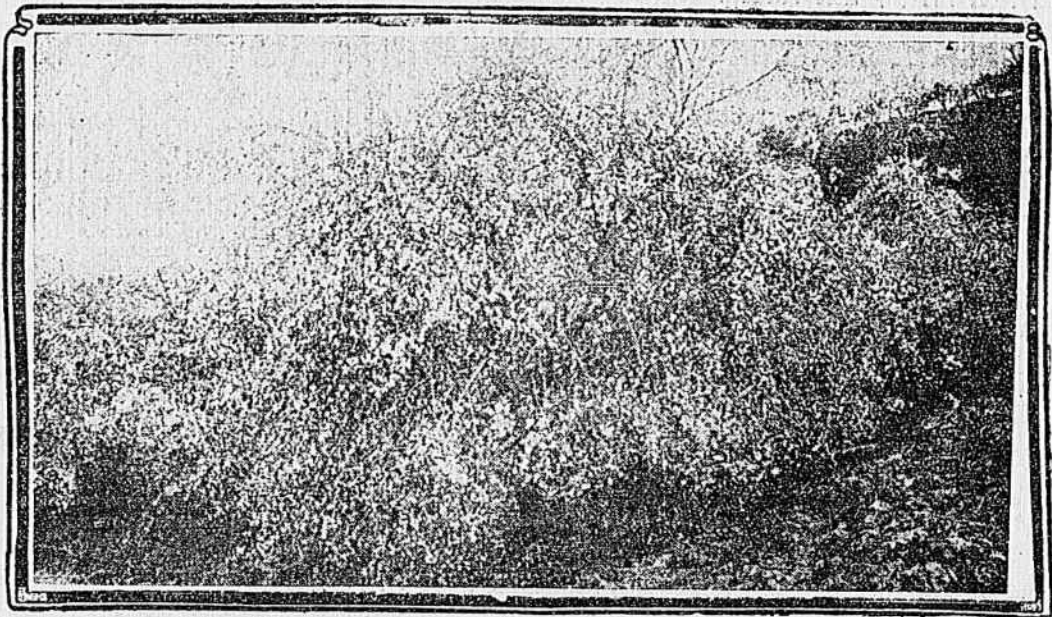
West Virginia Interurban.
Charleston, W. Va., April 20.—The Charleston Traction Company has been chartered in West Virginia to build a railroad from St. Albans, in the western border of Kanawha county, eastward via Charleston, Monticello and other towns to Mt. Carbon, in Fayette county, W. Va., about forty miles. The capital is \$250,000. Incorporators are W. G. McCorkle, S. B. Clifton, W. T. Moore, George E. Sutherland and S. H. Hays, all of Charleston, W. Va.



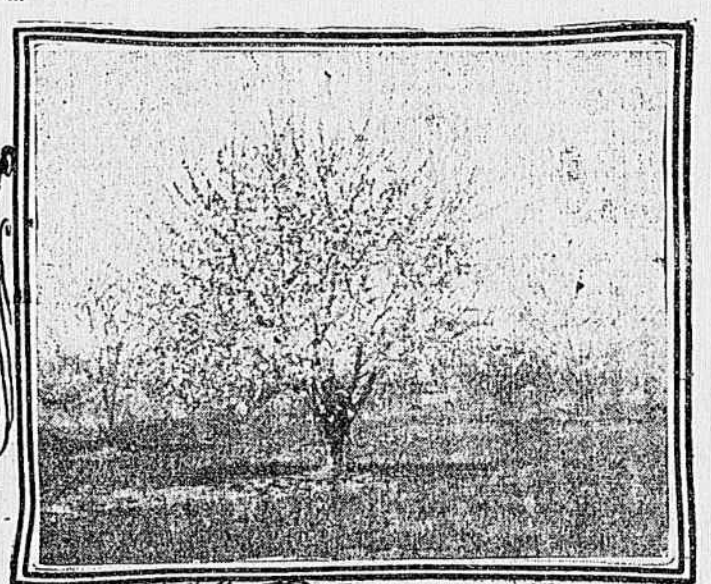
Beautiful grazing lands at Bolling Hall.



Ancient Bolling Hall, to become great dairy farm.



Fruit outlook great if frost holds off.



Budding apple orchards in Virginia.

VIEWS AND NEAR VIEWS; HINTS AND SUGGESTIONS

South Boston Speaks Out—As to the Cost of Living—Wise Hoosier School Girls—Hog Cholera in Old Virginia—Roads and Near Roads—Various Hints Here and There.

BY FRANK S. WOODSON,
Industrial Editor.

This column is open to contributors who have something to say of a suggestive nature and who are willing to make hints and suggestions looking to the better development of the good old States of Virginia, West Virginia and North Carolina, and who can hold their suggestions down in any one issue to from 150 to 200 words. Such communications, addressed to the Industrial Editor, will receive prompt attention.

Ambitious South Boston.

Referring to some remarks in Views and Near Views of last Sunday, an enthusiastic citizen of South Boston calls my attention to the greatness of that ambitious town as a bright loose leaf tobacco market. He claims it is the second largest of its kind in the world. He also offers some figures to prove his assertion. The market sold in March of this year 3,037,191 pounds, for which the farmers of the several counties which sell there, realized \$277,157.81, or \$12.42 per hundred pounds. The total sales from August 1 to March 31 were 18,579,033 pounds, which brought \$2,212,101.62, or \$11.66 per hundred. This was a gain for the market as compared with the same period of the previous tobacco year of 1,112,775 pounds, a gain in the money realized of \$386,126.21 and a gain in the average of \$1.36 per hundred pounds. The figures speak for themselves and comment is unnecessary. Great indeed is South Boston.

A Timely Hint.

Here is a hint I get from afar. At a recent session of the New York Food Investigating Commission, a grocer of 25 years' experience was asked for an estimate of the grocery bill of the average family of six, five persons and thus he answered: "I don't know that I can give you a very definite figure, but I should say it would be between \$3 and \$5 a week for food supplies, without meat. I know of one woman, a customer of mine, whose husband's salary is \$15 a week, and who manages to run his household of seven, including five children, without any apparent difficulty or suffering. Her family always have enough to eat, although sometimes, when prices are high, she cannot afford to buy certain kinds of food. She markets like the old-time housekeeper, buying her food in bulk and always paying cash. She never owes me or any other tradesman a cent." The Commission decided that after all is said the question of family expenses, so far as eating is concerned, is more a matter of management than of money. It requires as much think-

ing to run a kitchen as it does an art studio or a law office.

Here is another suggestion of something that the same kind that may well be considered by these ambitious young ones of the John Marshall High School and other institutions of like character in Virginia:

The girl graduates of the high school in Muncie, Ind., have agreed that their graduation frocks shall not cost over \$3.50.

Five yards of material, \$1.25; 1x yards of lace, 75 cents; buttons and thread, 25 cents; two yards of ribbon, 60 cents; possible advice from dressmaker, 50 cents; incidentals, 15 cents; total, \$3.50.

It has been stipulated that there shall be no restrictions as to the adornment the girl may put on her frock, providing that she shall do it herself.

Hogs and the Cholera.
This is the season for hog cholera, and the Industrial Section has many letters from farmers and other folks who own hogs, asking for a cure for the cholera. Well, I am surprised that my correspondents do not read up on the subject. The Industrial Section and State Agricultural Commissioner Kolner have done our level best to keep the people informed. If they have not read after us it is not our fault. It is sufficient now to say that there has been discovered a serum that is a sure preventive of hog cholera. The State has invested a goodly amount of money to buy this serum and distribute it where needed. It is a cure or preventive, and Commissioner Kolner will be glad to supply it at cost. Write the Commissioner about it. Buy the medicine—it will not cost much—and make your hogs immune. I say it will not cost much, and it will not; but I am afraid there are a lot of people who are beginning to think that they ought to have all they want for nothing. Now you just wait to get something for nothing and all of your hogs will die with cholera—if they catch it. Commissioner Kolner is authorized to furnish the serum at cost and he will do it when he hears from the folks or the hogs who need it, but he can't put any man or my hog on the pension or free list. The money, the cost money, must accompany every order for the serum.

There Are Roads and Roads.
Here is a hint I get from the Progressive Farmer:

There is not much sense in contending that poor roads hinder speed if you insist upon traveling in an ox-cart when you might go in a two-horse buggy. The thing to do is to use the two-horse vehicle and then work for

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LYNCHBURG WAY OF CO-OPERATING

Chamber of Commerce of Hill
City Hand in Hand
With Counties.

GOOD RESULTS FOLLOW WORK

When Surrounding Counties
Grow in Wealth City Must
Reap Rich Reward.

The Lynchburg Chamber of Commerce is not confining its good work to the city, but reaching out a helping hand to the counties around, and in the past two years has accomplished great things. Lynchburg's way may be copied with profit by other towns and cities in Virginia and the South. Some of them may have done so; indeed, the plans that the Hill City are working may not be original with the officers of its Chamber of Commerce. I do not know. The counties contiguous to the cities and towns of Virginia can well afford to appropriate money to join in with the Boards of Trade and Chambers of Commerce to advertise themselves and bring in new people and new business.

The Plan Explained.
In telling of these plans and this co-operative work with the surrounding counties, E. H. Mayfield, business manager of the Lynchburg chamber, says: "When the Lynchburg Chamber of

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RAISING MULES IN OLD VIRGINIA

Thousands of Dollars of Good
Money Go West for
Farm Mules.

THIS MONEY CAN STAY HOME

Some Thoughts on a Subject
That Is Timely—Money
in Mules.

BY J. M. BELL.
Last week, the writer, while in Richmond, visited some of the sale stables. Mules were mighty high, and mighty few of those offered for sale to the Virginia farmer, umbrer or city business men ever saw the Old Dominion until they got a peep of it through the state of an eastbound stock car as it was making its long journey from Chicago, Kansas City, St. Louis, Louisville or some other of the big Western mule distributing centers.

If when these mules on the cars looked out at their brothers working in Virginia fields or on the road as the train passed the western boundaries of the State, and they took an occasional peep at the landscape all along between the Alleghany Mountains and drew near Old Richmond, it would be a rare sight to see a Virginia raised mule, not that many of our farmers do not raise a few mules, but the number is exceedingly small.

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OLD TIME WORK MOUNTAIN CRAFT

Some Features of Good Work of
Southern Industrial Edu-
cational Association.

HOME IN CAPITAL OF NATION

Exhibits of Mountain Craft and
Cabin Industries Given.
What They Are.

Room 225, in the Southern Building, Washington, is the home of the Southern Industrial Educational Association, and in this room, not a great while ago, the association held a bazaar of the work of mountain women and children. The exhibit was more than creditable; it was a delightful surprise to all visitors and a source of gratification to members and workers in the association.

Furniture was exhibited by Christ School, Arden, N. C., which in design and workmanship might rival that made in the famous Roycroft shops of Fra Elbert. The wood for this furniture was felled by the boys, weathered and dressed and made by hand into tables, chairs, desks, trunks, and many useful things. Several pieces had carvings of galax leaves, the evergreen plant of the mountain home of the mountain craftsmen. Besides there were on sale other beautiful examples of wood carving, showing that

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REAL ESTATE AND BUILDING NEWS

Business Is About in
Spots Here, There and
Almost Everywhere.

MONEY PLENTIFUL; BUILDING ACTIVE

Most of the Sales Are in the
West End, but All Over the
City There Is More or Less
Activity—There Seems to
Be No Let-Up in Rich-
mond Development.

The past week has been a very curious one in the real estate business. That is what one of the oldest men in the business told me yesterday, and when an explanation was asked for, he went on to say that more than half the agents had been idle all the week and some others had been on the hump. He further said that some of the agents who started out expecting to do big things fell down, and others who started out looking for only little things turned up in the end in good shape. This old stager continued in these words: "The real estate business is very much like a poker game. Did you ever play poker? I did in my younger days, and sometimes I had luck and sometimes I didn't. I have known weeks when I held 'four's' all the time, and then came weeks when I couldn't get above two ducks. It is pretty much that way in the real estate business."

Like a Poker Game.
My friend above quoted has the thing down pretty nearly right, and I am sure he meant well when he made the comparison. The fact is that the real estate doings of the past week have been all about in spots, like a poker game. Twenty or more agents have told me that they have done absolutely nothing. Twenty others have said that while they did enough to "make bubble and tongue meet," they had nothing to brag of. The others have done well. The business is all about in spots.

Jim Pollard, of the firm of Pollard & Bagby, while busy in a political way just now, does not fail to keep busy in a real estate way. He reports that his firm did some right lively stunts the past week, and sold properties amounting to \$139,275. These sales included 816 East Broad Street, to R. Francione, \$41,250.

Sixty feet on Sixth Street in the rear of the old V. M. C. A. property, \$27,500 to E. D. Hotchkiss, Jr.

Four houses, 2018, 2020 and 2022 Grove Avenue and 2105 Grove Avenue, to H. S. Wallenstein for \$35,000.

Thirty-third Street home for \$1,150.

No. 2817 East Grace Street, \$5,000.

Two houses on Hanover street, \$9,000.

No. 617 North Sixth Street to Dr. E. C. Cobb for \$2,500.

No. 106 North Seventh Street to George W. and Dorsey Bragg for \$7,000.

The new firm of Gover and Smith, which has just opened up at No. 8 Ninth Street, made some good sales the past week. A. M. Gover, of this firm, has been a real estate man in one way and another for many years. He originated, in a way, Glitter Park, and he discovered Woodland Heights, and in one way and another he has sold and traded several million dollars of real estate.

Gordon Smith, the junior member of the concern, was once a newspaper man, and a good one he was. This year he is doing a good business in good fellowship and great energy and a lot of hustling will count for the good.

Some Big Sales.
Amos and Poindestre made some pretty sales the past week, amounting to \$70,000.

J. Thompson Brown and Company sold \$50,000 of Richmond and suburban dirt.

W. M. Miller and Company report the sale of some city realty, mostly in the West End.

N. W. Bown and Company tell me of sales they made that amount close to \$100,000.

Selden-Taylor and Company did some stunts the past week that run up to near \$100,000.

Altogether, the real estate business of the past week has been about in spots, but in the main something like a million dollars of business has been done.

INDUSTRIAL BRIEFS.

Some Healthy Doings of a Lively Character in the States.

Chattanooga, Tenn., April 20.—Among the new Southern enterprises reported to the Trade-mark are the following:
In Virginia, Alexandria, \$125,000 garage and service company; \$15,000 development company; Norfolk, \$25,000 land company; \$150,000 construction company; \$25,000 navigation company; \$20,000 street company; Roanoke, \$7,000 telephone company; Richmond, \$100,000 construction company; \$20,000 warehouse company; \$25,000 development company; Wakefield, \$15,000 overall company; in West Virginia, Charleston, \$15,000 oil and gas company; \$25,000 railroad company; Huntington, \$100,000 lumber company; Mason, \$100,000 mine; Parkersburg, \$25,000 mining factory; \$100,000 theatrical enterprise.

Cotton Movement.
New Orleans, April 20.—In his report for April 15, Colonel Henry G. Hester, secretary of the New Orleans Cotton Exchange, shows that the amount of cotton brought into the city during 22 days of the present season was 13,322,231 bales, an increase over the same period last year of 2,247,270 bales. The exports were 9,915,064 bales, an increase of 2,655,632 bales. The taking were by Northern spinners, 2,387,382 bales, an increase of 17,172 bales; by Southern spinners, 2,200,000 bales; an increase of 2,200,000 bales.

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